



## ***Sales Representative Home office, Quebec***

### **Job Summary:**

Canplas is seeking a Sales Representative for the province of Quebec & Ottawa region. The successful candidate will be responsible for increasing sales, while maintaining current accounts and relationships. As a sales representative you will provide market feedback to the Eastern Canada Sales Manager to ensure that all profitability, sales and marketing objectives are met.

### **Principle Responsibilities Include:**

- Increase or maintain market share on product lines as directed by the Eastern Canada Sales Manager.
- Manage accounts and end users within the region. This is accomplished by regular customer visits. Product knowledge and training sessions / presentations. Jobsite visit. Contractor and engineer calls.
- Develop sales and marketing strategies for the assigned territory.
- Work with the wholesalers and mechanical contractors on project pricing. Performing joint calls with wholesalers to key end user accounts.
- Create and maintain a professional image within the industry.
- Attend Industry events (CIPH / ASPE) / trade shows within the assigned territory.
- When possible, deliver TIOC (Try it on Canplas) product packages to end users, to build deeper trade relationships and acquire feedback on Canplas products.
- Deliver exceptional customer service..

### **Required Skills/Qualifications:**

- College / DEC diploma or equivalent
- Post secondary education in business, sales or marketing is an asset
- 2 to 5 years sales / marketing experience in a related field is an asset
- Experience within the plumbing or construction industry is an asset
- Excellent oral and written communication skills in French / English
- Outgoing, enthusiastic and sociable
- An organized, self-starter, who is driven to exceed goals
- Open to new graduates
- Microsoft Office applications
- Valid driver's license
- Ability to Travel

Internal applicants should discuss their application with their current manager prior to submission.

Qualified applicants should forward a detailed resume by April 12, 2019 to the attention of Catherine Da Silva at [cdasilva@canplas.com](mailto:cdasilva@canplas.com)